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# Message Text

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ACTION AF-10

INFO OCT-01 ISO-00 EB-07 /018 W
----------251453Z 037343 /43
R 250849Z MAY 77
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 8182
AMEMBASSY LAGOS

UNCLAS ACCRA 3924

E.O. 11652: NA
TAGS: BEXP GH
SUBJ: WTDR/FTI - MANDILAS GHANA LTD.

REF: USDOC 07098 (NOTAL)

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: 0021700
4. REQUESTED AS: MANDILAS (GHANA LTD).
(MANDILAS GHANA LTD)

4A. CODE: K 4B. CODE: A

5. P.O. BOX 3269; 25 DERBY AVE.

6. ACCRA, GHANA

7. EST. 1956 8. EMPL: 1PI OM SIZE: (18-X) VERY LARGE

10. REPUTATION: (22-X) EXCELLENT

11B. OLDEST AND LARGEST IMPORTER AND DIST. OF AIR CONDITIONING AND REFRIGERATION EQUIPMENT, PUMPS, ICE-MAKING MACHINES AND RELATED PRODUCTS IN GHANA. OFFICE, WAREHOUSE AND ENGINEERING FACILITIES AT TWO LOCATIONS DOWNTOWN ACCRA; SALES AND SERVICES EXTENDED TO MAJOR COMMERCIAL CENTERS THROUGHOUT COUNTRY.
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12. RPT DATE: 05/77

13A. 35840/1357 IMP. RETL. W/SALE DIST. OF AIR CONDITIONING AND REFRIGERATION EQUIPMENT.

13B. 35610/135 IMP. DIST. OF PUMPS AND PUMPING EQUIPMENT

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13C. 32960/35 IMP. DIST. OF INSULATION MATERIALS

13D. 36610/2 AGT. OF TELECOMMUNICATIONS EQUIPMENT, TELEPHONES

13E. 38220/235 AGT. DIST. IMP. OF ENVIRONMENTAL CONTROLLING DEVICES

13F. 33176/35 IMP. DIST. OF STEEL PIPES AND TUBES

13G. 33123/35 IMP. DIST. OF GALVANIZED SHEETS

14. CONTACT: MR. BRUCE MCCRIRICK TITLE: GENERAL MANAGER

15. CABLE: MANDILAS 16. TELEX: N/A 17. TEL: 64287

18. FINANCIAL REF: STANDARD BANK GHANA LTD., HIGH ST. BRANCH,
P.O. BOX 59, ACCRA.

19. TRADE REF: CARRIER INTL. CORP., P.O. BOX 1138, SYRACUSE, N.Y.
13201.

20. FOREIGN FIRMS REPRESENTED: DIST. FOR CARRIER INTL. (ADDRESS ABOV
E)
OF AIR CONDITIONERS, ACQ. 1956; FOR JOHNS-MANVILLE INTL.,
PARKBRIDGE HSE., RICHMOND, TW9 1QU, ENGLAND, OF INSULLATION
MATERIALS; DIST. OF PUMPS FOR ERCOLE MARELLI CO., MILAN,
ITALY; AGENCIES ACQ. 1960. AGT. FOR NORTHERN ELECTRIC CO. LTD.,
P.O. BOX 6123, MONTREAL 108, CANADA, OF TELECOMMUNICATIONS
EQUIPMENT, ACQ. 1964. DIST. FOR H.D. SHELDON AND CO., INC., 104
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FIFTH AVE., NEW YORK, N.Y. 10011, OF ICE-MAKING MACHINES; FOR
HONEYWELL, INC. 2701 FOURTH AVE. S., MINNEAPOLIS, MN. 55408,
OF ELECTRICAL CONTROLLING INSTRUMENTS, BOTH ACQ. 1970. DIST.
OF STEEL PIPES AND GALVANIZED SHEETS FOR MANNESMANN EXPORT
A.G., P.O. BOX 5502, 4 DUESSELDORF, GERMANY, ACQ. 1974; ALSO
OF COOLING SYSTEMS, PUMPS AND ACCESSORIES FOR BELL AND
GOSSETT, 8200 N. AUSTIN AVE., MORTON GROVE, IL. 60053, ACQ.
1975.

21. UNTIL INCORPORATION IN 1971, FIRM HAD BEEN OPERATING IN GHANA
FOR ALMOST 20 YEARS AS BRANCH OF MANDILAS AND KARABERIS LTD.
IN NIGERIA, WHICH IS GENERALLY CONSIDERED BY TRADE AS PIONEER
IN AIR CONDITIONING BUSINESS IN WEST AFRICA. IN SPITE OF
STRUCTURAL CHANGE (OCCASIONED BY GOG INDIGENIZATION POLICY),
OWNERS OF NIGERIAN FIRM STILL HOLD CONTROLLING INTEREST (75
PERCENT) IN MANDILAS GHANA; BUSINESS CTIVITIES AND REPUTATION
ALSO REMAIN UNCHANGED. HOWEVER, ADMINISTRATION AND MATTERS
CONCERNING AGENCY ACQUISITIONS ARE HANDLED EXCLUSIVELY BY ACCRA.
MANDILAS GHANA HAS ABLE, COMPETENT MANAGEMENT OF EXCELLENT

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REPUTATION IN GHANAIAN BUSINESS COMMUNITY; FIRM IS CONSIDERED
FINANCIALLY STRONG AND "RELIABLE" BY LOCAL BANKING REFERENCE.
WE RECOMMEND IT AS SUITABLE TRADE CONTACT FOR U.S. FIRMS.

22. PREPARED BY: P.A. HENNISON APPROVED BY: A.L. GLAD
AT: AMERICAN EMBASSY, ACCRA. SMITH

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NNN

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# Message Attributes

**Automatic Decaptioning:** X
**Capture Date:** 01-Jan-1994 12:00:00 am
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**Current Classification:** UNCLASSIFIED
**Concepts:** n/a
**Control Number:** n/a
**Copy:** SINGLE
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**Decaption Note:**
**Disposition Action:** n/a
**Disposition Approved on Date:**
**Disposition Case Number:** n/a
**Disposition Comment:**
**Disposition Date:** 01-Jan-1960 12:00:00 am
**Disposition Event:**
**Disposition History:** n/a
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**Executive Order:** N/A
**Errors:** N/A
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**Original Handling Restrictions:** n/a
**Original Previous Classification:** n/a
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**Page Count:** 3
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**Subject:** WTDR/FTI - MANDILAS GHANA LTD.
**TAGS:** BEXP, GH
**To:** COM
**Type:** TE
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS_Docs/653dd18a-c288-dd11-92da-001cc4696bcc
**Review Markings:**
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